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APPENDICES

- A. SAMS Facility Requirements and Design Guide
- B. Basic Instructions For Proposal Preparation and Notices to Offerors
- C. Formats for Financial Proposal
- D. Source Selection Process
- E. Anticipated Legal Instruments:
 - E-1. Business Points Memorandum
 - E-2. Purchase, Sale and Development Contract
 - List of Exhibits to Purchase, Sale and Development Contract
 - Exhibit A - SAMS Facility Requirements And Design Guide
 - Exhibit B - Terms and Conditions Applicable to the SAMS Construction
 - Exhibit C - Permitted Title Exceptions (to be completed in Phase III)
 - Exhibit D - Description of Land and Personal Property Situation Thereon
 - Exhibit E - Real Estate - Building Lease - (To be deleted if not used)
 - Exhibit F - Real Estate - Ground Lease - (To be deleted if not used)
 - Exhibit G - Form of Termination/Release of Building/Ground Lease
 - Exhibit H - Form of Quitclaim Deed
 - Exhibit I - Developer's Proposal for SAMS Project
 - Exhibit J - Escrow Instructions
- F. Authorizing Legislation: National Defense Authorization Act for Fiscal Year 2001
- G. See SAMS website at http://www.losangeles.af.mil/Special_Interest/SAMS/ for site maps, the LAAFB General Plan and other information.

SAMS PROJECT - STATEMENT OF OBJECTIVES

The objective of the SAMS project is to exchange up to 57 acres of LAAFB real property for approximately 560,000 sq ft of quality office space, with no additional cost to and investment by the Air Force.

To assist Offerors in preparing proposals, and to facilitate understanding of the SAMS project, the following Statement of Objectives is provided below. Detailed performance requirements of the project are defined in Appendix A.

Provide facilities for missions currently located on Area A and the Lawndale Annex

Provide our people safe, excellent, smart facilities with low Operations and Maintenance costs in compliance with specifications resulting in the following capabilities and characteristics while maintaining SMC corporate integrity:

- Seismic and life safety-secure facilities
- Maximize facility flexibility (“team friendly” open office layout)
- Quality environment including maximizing natural light and air circulation
- Maximize green areas, landscaping and open areas
- Integrate pedestrian areas, plazas, & exterior appurtenances with facilities
- Environmentally responsible
- Pre-wired for state of the art communications
- Minimize ground footprint of new facilities while minimizing cost of construction
- Provide adequate parking and maximize traffic flow
- Incorporate force protection/anti-terrorism design into all facility elements
- Provide flexible workspace that facilitates future growth and changes

Consolidate Los Angeles AFB to reduce operating costs, including, but not limited to:

- Reduce overall cost of real property maintenance
- Minimize cost of infrastructure while maximizing performance, service and quality requirements
- Minimize external facility maintenance requirements while maximizing performance, service, and quality requirements
- Maximize roof utility, and minimize roof replacement

SAMS PROJECT ALTERNATIVE APPROACHES

The financial feasibility of the overall project is the Air Force's primary concern. To allow for the greatest equity in the land exchange the Air Force is willing to entertain the following alternative approaches and deletive items that will enhance this purpose. (This is not an all-inclusive list nor intended to restrict areas for developers to creatively consider and propose.)

Leases

Leaseback of facilities

The Air Force's preference is to convey properties (Area A, Lawndale Annex and Sun Valley) and obtain replacement facilities at no additional cost above fair market value of real property to be conveyed rather than leasing back any new facilities. However, subject to the limitations specified in Public Law 106-398, Defense Authorization Act for FY 2001, Sec. 2861, the Air Force is willing to consider a leaseback of the new facilities to the Air Force for any period up to ten years.

Note that in accordance with the Office of Management and Budget (OMB), when an agency is authorized to enter into a lease-purchase contract, budget authority will be "scored" in the year in which the authority is first made available in the amount of the net present value of the Government's total estimated legal obligations over the life of the contract. Effectively, due to OMB's scoring rules, the Air Force would need to secure the net present value of the payments for the full ten years of the lease in year one.

Ground lease

Subject to the limitations specified in Public Law 106-398, Defense Authorization Act for FY 2001, Sec. 2861, the Air Force is willing to consider a ground lease of Areas A and Lawndale to an Offeror, in exchange for replacement facilities.

Lawndale Annex

In order to enhance the value of the real property to be exchanged, the Air Force will consider proposals that require the Air Force to vacate building 80 (bldg 80) in advance of occupying replacement facilities. In the event the Air Force was to vacate the building early, it would require a minimum of 120 days notice. However, if the developer believes there are advantages to the Air Force retaining title, the Air Force is willing to consider retaining the property until such time as deemed mutually beneficial to both parties.

Sun Valley

The Air Force will consider conveying the Sun Valley property immediately upon signing a contract of sale by the parties. However, if the developer believes there are advantages to the Air Force retaining title, the Air Force will consider retaining the property until such time as deemed mutually beneficial to both parties.

Area A

The Air Force will consider allowing commercial development of portions of Area A prior to completion of the replacement facilities provided current missions can be accommodated.

Alternate Sites

Replacement facilities not located on Area B will be considered, however corporate integrity with the Aerospace Corporation and support facilities on Area B is important to the Air Force. The cost advantage to the Air Force of such an exchange must be significant to offset the loss of corporate integrity.

Area B

The developer may propose siting options in Area B that deviate from those in Appendix A.

Scenario #1. In the Air Force developed siting plan, the Air Force assumes the child development center (buildings 207 & 208), Base supply (building 240), and the AAFES gas station (building 235) will be demolished by the SAMS developer. The Air Force will favorably consider siting option alternatives that will absolutely minimize Air Force investment in the land exchange by eliminating the need to demolish and/or replace these facilities.

Scenario # 2. Developers are encouraged to propose project siting options that add value to the project. As such the Air Force is willing to entertain demolishing building 219 earlier than scheduled. However, this could require Air Force functions to be relocated to temporary space (such as GSA leased offices) until replacement facilities are available (if not by the SAMS project, then by a future military construction project). Benefits of such a proposal must be sufficient to offset lease, moving or other costs incurred by the Air Force. Also, a MILCON project that will replace Building 219 may be accelerated to fiscal year 2002. Should this occur the Air Force would be willing to accept construction phasing options that add value to the land exchange.

GSA Contracts

If advantageous to the developer the Air Force will attempt to facilitate the purchasing of systems furniture under a GSA contract. Under such an arrangement the systems furniture will be considered developer provided furniture. The Air Force considers the systems furniture an integral component of the facility with preference for a turnkey project (i.e. even if the Air Force facilitates the use of a GSA contract we want the developer to manage the delivery and installation)

Parking Alternatives

The maximization of surface parking versus parking in a structure may be better for both cost and aesthetic reasons. The Aerospace Corporation has recently acquired the 3.6-acre parcel of land adjacent to the eastern boundary of Area B. The intended use of this property is parking for Aerospace and Air Force employees. Due to this arrangement with Aerospace and in order to reduce costs, it is highly beneficial to minimize or eliminate the parking structure on area B.

RV Storage Lot Requirement

The SAMS project requires construction of an RV storage lot at Los Alamitos Army Air Field, which is approximately 25 miles south east of Los Angeles AFB. The lot will require paving, a

perimeter chain link fencing (minimum 6 feet with 2-foot razor wire extensions), striping of pavement, and area lighting. Sites at Los Alamitos are generally level but unimproved. Construction of the lot will require a minimum amount of grading prior to the addition of base course and asphalt paving. The Air Force may adopt this construction alternative, modify the scope to fit a budget amount, or delete the requirement. The current book value of the Non-Appropriated Fund activities (Fam-Camp & RV Storage) is approximately \$150,000. The Air Force desires an RV storage lot of equal size to the existing lot (approximately 18,000 square yards) or the maximum size that can be constructed for \$150,000.

SAMS PROJECT DELETIVE/ADDITIVE ITEMS

The Air Force's goal is to acquire SAMS in a turnkey condition. However, should sufficient equity not exist in the land exchange or other incentives, the Air Force will consider providing funding or withdrawing certain items from the project. This section lists several potential additive/deletive items included in the SAMS project to be priced by the developer. The developer is also encouraged to provide further deletive options and value engineering proposal as necessary to ensure that there will be no cost to the government.

Deletive Items

1. Value Engineer Communication Pre-Wiring.

Use CAT V through facility, only fiber optics where specified in Appendix A

2. Delete Softball Field.

~~As a bid base item, the developer should plan on constructing a softball field on Area B to replace the existing field at the Lawndale Annex. The field will include chain link fencing, backstop, and automatic sprinkler system for the outfield. In addition, it is highly desirable to have a softball field available to the Air Force at all times through out the project. At a minimum the Air Force should be provided with a replacement field within six months of losing access to the field at the Lawndale Annex. Deletive #2 represents the cost savings for the developer of not including this item, with the Air Force utilizing city or county facilities.~~

32. Delete Pre-Engineered Metal Warehouse.

The Air Force will consider deleting the requirement for a pre-Engineered Metal Building.

43. Delete Raised Floor in Work Areas.

Rather than including the specified raised floor in the Appendix A, the developer will provide flooring systems found in comparable Class 'A' office properties.

54. Exchange 18,000SF of SCIF space for standard office space.

The Air Force will consider exchanging 18,000 SF of SCIF space required, for the construction of 18,000 SF of standard office space.

65. Value Engineer Building Systems.

The Air Force will consider the cost savings from the value engineering of building systems and finishes such as HVAC, elevators, landscaping, tenant interiors, lobbies, etc. listed in Appendix A. The developer is expected to use creativity and innovative approaches to maximize the cost savings from this approach. The developer will list and describe in detail several options for such cost savings, and the Air Force reserves the right to select all, some, or none of these options for the final proposal.

76. Systems Furniture.

The Air Force will consider deleting the requirement for systems furniture from the developer's scope of work.

87. Communications Switch.

The Air Force will consider deleting the requirement for a communications switch. Be advised that local municipalities are pursuing grants for this item.

98. Exterior Communications Plant.

The Air Force will consider deleting the requirement for an exterior communications plant. Be advised that local municipalities are pursuing grants for this item.

10-9 & 1110. AAFES Service Station Alternatives.

To most effectively plan the SAMS footprint in Area B, the service station may not remain in place. It must either be demolished, or demolished and replaced in kind at a separate location. The existing service station has three dual pump islands capable of servicing 6 vehicles simultaneously. In the proposal process the Air Force is requesting pricing data to cover the options of a) demolish and replace the gas station on Area B (*deletive #109*) and b) demolishing the current gas station without replacing it (*deletive #1110*). The Air Force will use pricing data provided from the developer to make a decision.

1211. Delete Demolition requirement for Bldg 240

The Air Force is attempting to fund the demolition of Bldg 240.

Additive Items

The Air Force is considering seeking approval to add two Air Base Group (ABG) MILCON projects to the SAMS project to ensure an integrated architectural theme, obtain any economies

or efficiencies, and simplify construction management. As a result, the following two options should be included in Appendix C. The requirements are specified in Appendix A.

1. **ABG – Phase I.** Consolidate base support activities into a central, modern facility, configured with flexibility and electronic connectivity to accommodate Base Commander, Mission Support Squadron, OSI, Security Police, Chaplain, Family Support, Vehicle Operations, Logistics, Rodgers Travel, Contracting, and other support functions. Reduce facility footprint to accommodate other new facilities. 220,000 SF of substandard facilities on Area B would be demolished to accommodate new construction and replaced with 136,000 SF.
2. **ABG – Phase II.** A 60,500 SF functional facility is required to support Base Mobility Processing requirements, armory/hazmat and minimal storage. The Mobility Processing Mission requires a training area, secure holding/communications briefing rooms, administrative and conference rooms. Mobility equipment and high bay storage also include specialized structural requirements for armory and hazardous materials.
3. **Softball Field.** The developer may choose to construct a softball field on Area B to replace the existing field at the Lawndale Annex. The field should include chain link fencing, backstop, and automatic sprinkler system for the outfield.

NOTE: If approval is obtained to add these requirements to the SAMS project, the appropriated funding would be added to the project by means of a scored lease as described in SAMS PROJECT ALTERNATIVES above.

SAMS PROJECT SCHEDULE

Phase II proposals must be submitted by the date specified in Appendix B, Basic Instructions for Proposal Information and Notices to Offerors.

In preparing said proposal, the Offeror is advised that the performance period specified for completion of the SAMS project is as follows:

- a) Required performance period for 560,000 SF project is completion of the new facilities in no more than 30 months (from effective date of Purchase and Sale Contract).
- b) For proposal planning purposes, add 1 month to the performance period for each additional 50,000 SF of construction if ABG phase I and/or II additives are executed. Schedule requirements are subject to change based on discussions with Offerors.
- c) The Offeror is required to organize the construction and demolition requirements associated with this project and coordinate it with the Air Force, in order to provide minimum disruption to all Air Force employees.

STATUTORY REQUIREMENTS FOR GOVERNMENT TRANSACTIONS

Air Force transactions are subject to statutes in addition to those applicable to non-government ventures, including but not limited to the following:

STATUTE TITLE

18 USC 874 and 40 USC 276c Copeland Act
41 USC 423 Procurement Integrity
31 USC 1352 Payments to Influence Certain Transactions
40 USC 327 et seq. Contract Work Hour and Safety Requirements Act
40 USC 276a et seq. Davis Bacon Act
41 USC 10b Buy American Act – Construction
41 USC 601 et seq. Contract Disputes Act
10 USC 2692 Storage and Disposal of Toxic and Hazardous Material

BUSINESS ARRANGEMENTS:

Legal Instruments: The Air Force foresees the requirement for the execution of a number of documents, including but not limited to a Business Points Memorandum and a Purchase and Sale Contract. The official legal instruments will be written after the final agreement has been negotiated but sample copies are included in Appendix E for Offeror review and comment.

Timing for the Execution of the Legal Instruments: The Air Force will not enter into the Purchase and Sale Contract unless and until the Air Force has been given satisfactory evidence that the Selected Offeror has satisfied all of the conditions necessary for closing, established a firm closing date for its construction financing, and entered into a legally binding agreement for permanent financing.

PHASE II - SELECTION PROCESS

Basis for Phase II Selection

The Air Force will select the best overall Offer, based upon an integrated assessment of the evaluation factors provided below. This is a trade off selection conducted in accordance with the process delineated in **Appendix D** - Source Selection Process. An agreement may be established with the Offeror who is deemed responsible, and whose proposal conforms to the solicitation's requirements (to include all stated terms, conditions, representations, certifications, and all other information required by this solicitation), and is judged, based on the evaluation factors and subfactors, to represent the best value to the Air Force. The Air Force seeks to select the Offeror who will give the Air Force the greatest confidence that they will best meet or exceed the requirements affordably. This may result in a selection of a higher rated, higher priced Offeror, where the decision is consistent with the evaluation factors, and the Source Selection Authority (SSA) reasonably determines that the technical superiority and/or overall business approach and/or superior past performance of the higher price Offeror outweighs the cost difference. To arrive at a source selection decision, the SSA will integrate the source selection team's evaluations of the evaluation factors and subfactors (described below). While the Air Force source selection evaluation team and the SSA will strive for maximum objectivity, the source selection process, by its nature, is subjective and, therefore, professional judgment is implicit throughout the entire process. The Air Force reserves the right to cancel this solicitation at any time and make no selection whatsoever.

Rejection of Unrealistic Offers

The Air Force may reject any proposal that is evaluated to be unrealistic in terms of program commitments, including contract terms and conditions, or unrealistically high or low in cost when compared to Air Force estimates, such that the proposal is deemed to reflect an inherent lack of competence or failure to comprehend the complexity and risks of the program.

Correction Potential of Proposals

The Air Force will consider, throughout the evaluation, the "correction potential" of any deficiency or proposal inadequacy. The judgment of such "correction potential" is within the sole discretion of the Air Force. If an aspect of an Offeror's proposal not meeting the Air Force's requirements is not considered correctable, the Offeror may be eliminated.

Evaluation Factors, Subfactors and Relative Order of Importance

Selection will be made to the Offeror proposing the most advantageous, best value proposal to the Air Force based upon an integrated assessment of the evaluation factors described below. Factors are listed in descending order of importance. Subfactors are of equal importance.

- a) FACTOR 1: COST TO THE AIR FORCE
- b) FACTOR 2: FINANCIAL STRATEGY

c) FACTOR 3: FACILITY CAPABILITY

- i) SUBFACTOR 1 - Core and Shell
- ii) SUBFACTOR 2 - Tenant Improvements
- iii) SUBFACTOR 3 - Integration with Area B

d) FACTOR 4: PROJECT MANAGEMENT

- i) SUBFACTOR 1 - Project Execution Plan
- ii) SUBFACTOR 2 - Project Management Team

e) FACTOR 5: PROPOSAL RISK

- f) FACTOR 6: PAST PERFORMANCE (carried forward from Phase I and updated if necessary if additional information becomes available.).

Assessment Criteria: Each subfactor in Factors 2 - 4 will be evaluated against the following basic assessment criteria (equal in importance):

Soundness of approach: The Offeror's proposal will be assessed in terms of the degree to which the proposal, relating to particular items, is logical, defensible, and consistent with all other parts of the proposal. Additionally, proposal will be assessed as to whether or not all assertions made by the Offeror are supported and thoroughly documented, assumptions are clearly labeled and justified and the proposal assumptions are consistent with current market conditions. Finally, the proposal will be assessed as to whether it provides an effective and efficient method of performing the work.

Understanding the requirement: The Offeror's proposal will be assessed in terms of the degree to which the Offeror understands the requirements relating to a particular item, as evidenced through compliance with the requirements of the solicitation. The proposal must indicate concise, complete, responses, which are clearly cross-referenced or indexed with the solicitation.

SUBMITTAL REQUIREMENTS AND EVALUATION CRITERIA

INTRODUCTION

Submit all information, descriptions, data, and drawings in sufficient detail to allow the Air Force to determine the degree of compliance with the building design and construction requirements. Offerors are encouraged to submit innovations and/or enhancements that will add value to the project even though they are not identified herein as a basic requirement or desire. Any such innovation/enhancement will be subject to review and approval as to its merits.

ORGANIZATION

Offerors shall submit all proposal information in each of the volumes defined below. The proposal shall be broken out and submitted in volumes as follows:

VOLUME	VOLUME TITLE	PAPER AND ELECTRONIC COPIES	PAGE LIMIT
I	Executive Summary	Original plus 1	5
II	Cost and Financial Strategy	Original plus 1	15*
III	Facility Capability	Original plus 1	40**
IV	Project Management	Original plus 1	30
V	Business Arrangement	Original plus 1	Unlimited
VI	Past Performance	Original plus 1	Replacement pages only

* Excludes mandatory forms.

** Excludes renderings, drawing, pictures, etc.

VOLUME I: EXECUTIVE SUMMARY SUBMITTAL

- a) Overview: Provide an overview of Phase II.
- b) Changes to Teaming Partners: Describe any changes from the Phase I proposal related to the developer and any teaming partners associated with the project, including the business/legal relationship.
- c) Project Requirements: Identify the way in which the developer/team will meet or exceed SAMS project requirements.

VOLUME II: COST AND FINANCIAL STRATEGY SUBMITTAL

(Reference Appendix C for mandatory forms).

Submit proforma financial information for the duration of the proposed project to include but not limited to a balance sheet for the term of the agreement, income statement, sources and uses of cash, and a narrative with assumptions, terms, conditions, contingencies, and basis for calculations. Submit supporting data to include but not limited to:

- a) Revenue and Expenditure Budget: Include an operating Revenue and Expenditure Budget for each year, which describes, in detail, by components for the term of the proposed Business Arrangements, annual cash flow expected to be available for debt service. Identify the assumptions on which the estimates are based, e.g. absorption, vacancy rates, operating expenses by category, etc., and any data and rationale used to develop the assumptions including a schedule and conditions for the conveyance/lease of Air Force property. Identify all expected or potential fees and amounts to be charged for development and management services. Identify how and which parties will be subordinate (if applicable) relative to fees and distribution of returns. As a minimum

provide the information required by the Statement of Operating Revenue and Expenditures proforma format located in the appendices.

- b) Statement of Operating Sources and Uses of Funds: Include a Statement of Operating Sources and Uses of Funds for each year of the proposed term of the Business Arrangements that identifies the estimated levels of annual cash available after debt service and the estimated value of the improvements at the end of the Business Arrangements term. The cash flow analysis shall indicate the anticipated expenditures, income and sources of revenue on a quarterly basis for the duration of the Business Arrangements and address the repayment of debt. In addition, the Offeror shall identify the assumptions on which the pricing and other market issues are based and local data and rationale for those assumptions. See Statement of Operating Sources and Uses of Funds proforma format in the appendices.
- c) Development Budget: Include a total Development Budget for the project which describes in detail all hard and soft costs, including but not limited to construction costs (utilizing Davis-Bacon wage determinations), demolition costs, and infrastructure costs, design, engineering, consultant and legal fees, development fees, permit fees, financing transaction fees, construction interest, reserves and commissions. See Development Budget proforma format in the appendices. Provide a PERT chart (Program Evaluation and Review of Techniques) with milestones for the pre-construction/development phase, construction phases, demolition phases, pre-occupancy period, renovation phase, and financial commitments.
- d) Total Project Costs: Include information regarding total project costs relative to the quality of the proposed development and the price per square foot for demolition, renovation, new construction, related improvement costs, and real estate in excess of technical basic requirements and desires (opportunity sites). Submittal shall include but is not limited to:
 - i. Hard and soft costs identified in detail.
 - ii. Developer costs separately identified, in detail.
 - iii. Total costs identified and reasonably based on industry standards.
 - iv. Development costs compared to local market development costs.
- e) Development Sources and Uses of Funds: Include a statement of Development Sources and Uses of Funds that describes proposed capital and operation funding by source including but not limited to:
 - i. Proposed levels of conventional and/or long-term primary debt.

- ii. Any perceived difference in value of the conveyed Air Force property and replacement facilities, as well as initiatives/strategy to balance the equity in the transaction.
 - iii. Any other equity contributions.
 - iv. Information with respect to how Offeror proposes to develop the real estate in excess of technical basic requirements and the direct economic benefits that such development will provide to the Air Force. Information shall include, but is not limited to Offeror's intentions with regard to retention, sale, joint venture or other transactions associated with the real estate in excess of technical basic requirements and desires (opportunity sites).
- f) Escrow Accounts: Information describing set up, operation, proposed use and cash flows for the duration of the agreement for the following:
- i. Construction Escrow Account.
 - ii. Security Deposit Account (see **Appendix E-2, Exhibit J** for reference).

COST & FINANCIAL STRATEGY EVALUATION FACTORS

FACTOR 1: COST TO THE AIR FORCE

The Air Force will evaluate the cost to the Air Force for completeness, reasonableness, and realism.

Affordability of the project is a major consideration of this source selection. The goal is to achieve no additional cost to the Air Force. Therefore, affordability is defined as the combination of "cost to the Air Force" and "financial strategy" employed by an offeror, which minimizes the additional funds the Air Force would have to provide.

NOTE: Funding for the SAMS project is not currently available; neither has it been programmed in the Air Force budget. Any requirement for funding, in addition to the land to be conveyed, is unattractive from a budgetary perspective.

FACTOR 2: FINANCIAL STRATEGY

The requirement is met when Offeror demonstrates an effective financial plan to include:

- a. Ability to bring a complete financing package, including the ability to raise all required equity.
- b. Financing is subject to commercially reasonable conditions.

- c. Ability of the proposed business entity to carry out the financial obligations and responsibilities described in the offer over the term of the agreement.
- d. Workable relationship between timing of private funding commitments and schedule for delivery of Air Force buildings, as well as alternative sources.

VOLUME III: FACILITY CAPABILITY SUBMITTAL

Building Core and Shell

- a) **Building Systems:** Describe the major building systems and utilities infrastructure. At a minimum, address the following:
 - i. Characteristics of energy efficiency and utility conservation inherent in the proposed design and construction to include estimated energy consumption (BTU's and KW per SF) that will be achieved in the proposed facilities.
 - ii. Design concept and life cycle for major systems such as HVAC, roof, electrical distribution, communications, structural framing, etc.
 - iii. Describe the quality of materials used in construction in sufficient detail to demonstrate maintainability and quality of construction. Include identification of weather-exposed elements and proposed materials, estimated maintenance cost for first year of operation, based on use of outside maintenance contracts; estimate of the impact that aging materials will have on maintenance costs; and description of maintenance activities included in estimated cost.
- b) **Site Layout and Architectural Design:** Provide a clear description of the project concept to include necessary drawings, plans, maps, renderings (virtual or otherwise), or any other material that will allow the Air Force to clearly and easily understand all of the elements of the facility capability. At a minimum, address the following:
 - i. Site layout, force protection measures, typical floor plate, exterior elevations, and building sections to demonstrate architectural theme.
 - ii. Traffic/pedestrian circulation and parking layout.
 - iii. Landscaping features.
 - iv. Concept drawings of proposed solution indicating overall building configuration, massing, scale, including sight line study from adjacent buildings and street, and relationship to surrounding buildings. Conceptual design in sufficient detail to show how facilities will tie-in to utilities (exterior). Delineate between new utility lines provided by this project and connections with existing infrastructure on Area B.

- v. Any special features/enhancements.
- vi. Description of building materials in sufficient detail to demonstrate maintainability, durability, and quality of construction.

Tenant Improvements: Provide conceptual plans as necessary to demonstrate the design of Air Force facilities. At a minimum, address the following:

- a. Telecommunications concept highlighting compatibility with facility design.
- b. Description of how the architectural concept will promote flexibility and adaptation to office reconfiguration.
- c. Interior architectural styles, materials, finishes, and other relevant characteristics.
- d. Description of building materials in sufficient detail to demonstrate maintainability, durability, and quality of construction.
- e. Typical office systems furniture layout, incorporated within the Floorplate, to illustrate work areas, conferencing, and common use areas for personal interaction.

Provide a typical office layout for an organization with 25 people.

Office Space personnel include:

1 3Ltr Col,	1 Lt Col,
1 Maj,	1 GS-13,
20 CGO's/Civ/Contr/Enl,	1 Admin

Conference Rooms include:

2 (4-6) people, 150 SF modular teaming rooms
1 (8-10) people, 200 SF hard wall conference room

Special Purpose Space includes:

1 250 SF Training Room

Miscellaneous Space includes:

1 100 SF reception/waiting area
1 100SF mailroom area
40 SF for printer/copier/fax
60 SF for storage

- f. Systems furniture concept (including manufacturer's name and product line) highlighting compatibility with facility design.

New Facility Integration with Area B Facilities: Describe the plan to address the consolidation and construction activities at Area B or alternate site that are incorporated within this project. At a minimum address the following:

- a) Integration of the consolidated Air Force mission at Area B or alternate site with existing and proposed facilities.
- b) Incorporation of enhancements to the overall environment of the community, for example, green space, well-manicured landscaping, street trees, welcoming entries, focal points, and underground utilities.
- c) Reconfiguration of vehicular, pedestrian traffic patterns, and parking needed for existing and planned facilities on Area B.
- d) Delineate any construction inherent to this proposal necessary to accommodate existing facilities on Area B. Clearly differentiate from future projects to be executed by the Air Force to complete the Area B Master Plan.

FACTOR 3: FACILITY CAPABILITY EVALUATION FACTORS

To assist Offerors in preparing proposals, and to facilitate understanding of the SAMS project, recommend reviewing the Statement of Objectives provided on page 2 of this document.

SUBFACTOR 1 - Building Core and Shell:

- a) **Building Systems:** The requirement is met when Offeror demonstrates:
 - i. A sound technical solution with proper consideration to quality features and easy maintainability that meets applicable mission requirements and promotes energy efficiency for type and style of construction and minimizes lifecycle costs.
 - ii. Compliance with Appendix A. Credit may be given for building systems that exceed the requirements in Appendix A.
- b) **Site Layout and Architectural Design:** The requirement is met when facility master plan demonstrates:
 - i. A sound technical solution with proper consideration to quality features and easy maintainability (for example: A built up roof meets the requirements while standing seam roof exceeds the requirements)
 - ii. Design meets the criteria in Appendix A.

- iii. Aesthetically pleasing, high quality and durable materials and finishes (for example: Granite rates higher than enhanced finished concrete masonry units (EF-CMU), concrete is not desirable).
- iv. Ability to accommodate changing Air Force missions with out having to undertake major alteration projects (for example having a raised floor system throughout the office portions of the facility).
- v. The architectural and structural design is consistent with professional office buildings in the El Segundo area constructed in the last five years. More credit may be given to designs that convey a high-tech “forward thinking” image that will become an icon in the El Segundo area.

SUBFACTOR 2 - Tenant Improvements: The requirement is met when Offeror demonstrates:

- a. A sound technical solution with proper consideration to quality features and easy maintainability that meets applicable mission requirements. More credit may be given to designs that enhance the requirements in Appendix A.
- b. Aesthetically pleasing, high quality and durable materials and finishes. For example; in the main lobby granite is more desirable than terrazzo, which is more desirable than ceramic tile.
- c. The degree to which typical office systems furniture layout promotes thoughtfully designed, flexible, ergonomic, well-constructed workstations, and compliments hard wall offices and rooms.
- d. Layout promotes natural light and ventilation. More credit may be given to designs that incorporate concepts that enhance the requirements listed in Appendix A.

SUBFACTOR 3 - New Facility Integration with Area B Facilities: The requirement is met when Offeror demonstrates:

- a. New construction is architecturally compatible with facilities on Area B.
- b. Promotion of pedestrian activities and the encouragement of handsome walkways well placed lighting, and attractive landscaping.
- c. Minimization of conflicts by separating vehicle traffic from other traffic and minimizing their crossing points.
- d. Plan to camouflage parking to minimize the visual impact on the overall base development.
- e. Minimize follow-on projects by the Air Force needed to execute the base master plan.

VOLUME IV – PROJECT MANAGEMENT SUBMITTAL

- a. **Project Execution Plan.** Provide a detailed plan for the staging/delivery of the project. Include a comprehensive Building Design and Construction Plan, that describes the construction activities of the Project. At a minimum, address the following:
 - i. Project construction, scheduling, and phasing (with particular attention paid to the timing of and requirement to relocate and replace existing facilities such as the child development center, consolidated club, command post, building 80, etc.). Include the approach to assuring environmental compliance.
 - ii. Provide Project Schedule describing key elements to include start and completion design, construction of individual buildings, and land transfers.
 - iii. All completion guarantees such as construction performance bonds.
 - iv. Plan for moving Air Force employees.
 - v. Plan to control cost growth and requirements creep during construction.
 - vi. Communication/coordination practices and procedures to preempt, prevent, and/or resolve project issues.
 - vii. Conceptual plan of how the manpower needs will be identified, acquired and managed to successfully complete the SAMS project.
- b. **Project Management Team.** Describe development entity ownership and legal structure, identifying:
 - i. Principals who will participate in the proposed development.
 - ii. Organization structure proposed to own and operate the program, to include the Offeror's project management team.
 - iii. Nature and extent of each principal's interest in the development and any associated liability.

FACTOR 4 -PROJECT MANAGEMENT EVALUATION FACTORS

- a) **SUBFACTOR 1 – Project Execution Plan:** The requirement is met when Offeror demonstrates an effective plan that:
 - i. Illustrates how the design process will deliver facilities meeting the requirements of Appendix A.

- ii. Addresses scheduling, demolition, and environmental compliance
 - iii. Assembles and manage the necessary resources to accomplish the project to include: adequate access to human resources necessary to meet project schedule requirements.
 - iv. Ensures (a) quality control throughout the construction process and satisfactory quality in the completed project and (b) cost control. For example, additional credit may be given to plans that demonstrate a believable strategy to minimize cost growth exposure to the Air Force for differing site conditions discovered during construction.
 - v. Minimizes the number of times Air Force personnel are required to move. Additional credit may be given to plans that demonstrate a believable strategy where Air Force personnel are required to move/relocate only once.
 - vi. Provides logical staging and delivery of the project.
 - vii. Includes a project schedule that identifies all key elements and with 50% of the replacement facilities to be completed by 18 months after contract award, and project completion 12 months thereafter.
 - viii. Effective communication/coordination practices and procedures to preempt prevent and/or resolve project issues.
- b) **SUBFACTOR 2 –Project Management Team:** The requirement is met when Offeror demonstrates a reasonable and effective management structure.

PROPOSAL RISK MANAGEMENT SUBMITTAL

In Volumes 2 through 4, include a specific chapter on risk (at the subfactor level). Information within this chapter should address 1) processes for the identification and mitigation of risk throughout the project and 2) specific risks associated with the Offeror's project and mitigation plan. At a minimum, address significant technical, cost and schedule risks associated with your proposal including probability of occurrence and project impact. Account for all cost and schedule drivers.

FACTOR 5 -PROPOSAL RISK EVALUATION FACTORS

To ensure that only the proposal with the highest probability of success is selected, the financial strategy, project management and facility capability factors will be evaluated for proposal risk. Proposal Risk assesses the weaknesses and associated risks with the Offeror's proposed approach as it relates to accomplishing the requirements of this solicitation. It includes an assessment of

the potential for disruption of schedule, increased cost, degradation of performance, and the need for increased Government oversight, as well as the likelihood of unsuccessful contract performance. Evaluators will make an independent judgment of the probability of success, the impact of failure and the Offeror's proposed risk mitigation solutions when assessing proposal risk. Risk will be assessed at the subfactor level, or where there are no subfactors, at the factor level.

VOLUME V: EXCEPTIONS TO ANTICIPATED LEGAL DOCUMENTS SUBMITTAL
(Business Arrangements)

Provide written comments to the Air Force sample legal instruments in **Appendix E**. Preferred method would be to "marked up" the existing documents but any written means that effectively communicates comments or proposed revisions is acceptable. Most important, identify areas (if any), other than items required by law that are barriers to obtaining the optimum business deal. The Air Force reserves the right to accept and/or to reject the Offeror's comments with regards to the document in part or in whole.

VOLUME VI: PAST PERFORMANCE SUBMITTAL

This volume shall be updated for any changes in past performance submitted in Phase I; replacement pages only. The Air Force will use the past performance evaluation from Phase I, but may update it with information from the Offeror or any other source, as appropriate.

FACTOR 6 -PAST PERFORMANCE EVALUATION FACTORS

The evaluation from Phase I will be carried forward unchanged unless additional information becomes available. The requirements for past performance are contained in Phase I "Evaluation Factors for Selection".